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1980/01/00

I. Car Ride from Airport

- Establish rapport with Geng Biao by asking about his background.
- Establish your authority as a worthy interlocutor by demonstrating an awareness of all issues in the relationship.
- Preview the Agenda.
- Raise key issues on which a Chinese response is desired before departure: hot line, Hua trip, [] .

II. Dinner

- Set the tone for your meetings during your visit: a relationship based on equality, realism, self-interest.
- Sketch your basic views on world affairs, articulating the shared intellectual framework that should undergird the subsequent conversations: the Soviet threat is serious, Afghanistan is a historically significant development, but the strength of the U.S., our allies and China is sufficient to cope with the Soviet Union if we all exhibit will and carry out our respective responsibilities.
- Raise Hua trip in June.
- Raise questions about Chinese military modernization plans and indicate more general interest in Chinese internal developments.
- Establish Chinese respect by being natural, exhibiting in particular qualities of frankness, knowledge.

- Have three members of the party plant the idea of Geng Biao raising purchase of military equipment, explaining difference between military equipment and arms sales and citing OTH as an example of the difference.
- Be prepared for Chinese discussion of Afghanistan, Indochina, Taiwan arms sales, Iran and SALT. There is no problem in anticipating your talking points.

III. First Geng Biao Meeting

- Get the talks on a very positive course by focusing on areas of agreement.
- Give brief overview of global strategic situation, i.e., set international context of meeting.
- Indicate deferral of more detailed discussion of global balance, Indochina, Iran.
- Move on to those issues for which a Chinese response is desired: Afghanistan, hot line, bilateral exchanges.
- Remove potential irritants: export controls and technology transfer (LANDSAT D).

IV. Huang Hua

- Before lunch, in a session that sets the stage for an unstructured exchange of views over lunch; cover talking points on Indochina.
- At lunch, cover Iran as well as review the bidding on Korea and perhaps continue dialogue on Indochina.

V. Second Geng Biao Meeting

- Present detailed views on global balance.
- Make presentation on arms control.

VI. Deng Xiaoping

- Elicit response on such issues as [] ,
Hot Line, follow-on talks covering Afghanistan and,
perhaps, []
- Be prepared for Deng to raise in possible abrupt fashion
arms sales and technology transfer. (A scenario for
this session will await the results of the first day.)

VII. Zhang Aiping

- Session for you to ask questions about Chinese military
modernization.